



City of Waukegan Casino Request for Qualifications and Proposals Q&A

July 26, 2019 Update

Question

As several respondents might desire to utilize Fountain Square:

Will the City make available before the response due date any of the following:

- *prior site plans, surveys or topo maps;*
- *land investigation studies (e.g., Environmental Reports, Structural Tests, Water Runoff reports, etc.);*
- *information about infrastructure in/for and serving the land (e.g., electric, water lines, gas lines, sewer, low-voltage, cable and broadband), and*
- *prior Casino plan traffic studies*

Answer

Some of the requested information (topographical and historical views) can be found using the Lake County mapping tools at <https://maps.lakecountyil.gov/maponline/>. The City may request and supply additional information in the next stage of the Request for Qualifications and Proposals.

Question

As several respondents might desire to utilize Fountain Square:

We see that the RFP requires the respondents to include an offer for any City-owned land. Nonetheless, will the City announce its asking price for the City-owned land?

Answer

The City declines to state an asking price at this point, preferring instead to consider offers from interested respondents.

Question

What time frame will the City use to select its approved respondent(s)? Is there a target date to announce finalists or make its final determinations?

Answer

After submissions are received by August 5th, the City will review the initial list of candidates and anticipate reducing the list of candidates around August 26th, with interviews of those candidates making the next round starting immediately after Labor Day. A public hearing will need to be scheduled in late September with final decisions on finalists to be forwarded to the Gaming Board within the 120-day window (which is October 25th) provided by the enabling statute.



Question

Will the City assist (follow approval of its respondent(s)) in any necessary or desired discussions with North Chicago and Park City?

Answer

Once the finalists have been forwarded to the Illinois Gaming Board, the City will assist any and all finalists in any such discussions that might be necessary or desirable. It is unclear that such discussions would be needed at this point in time; however, if any such discussions are necessary, Waukegan will convene them.

Question

Does the City expect there to be a temporary casino? If so, is there an expectation that the temporary casino would be on the same site as the permanent casino?

Answer

We expect there to be a temporary casino. While it seems logical and smart marketing to put it near the ultimate casino site, the City is willing to entertain concepts that may suggest differently. The City would, however, insist that the site be inside Waukegan's corporate limits.

Question

Section 4(A) of the RFP requests that the respondents provide three (3) years of Annual Reports and other information about the activities and financial position of each member of the organization, such as audited balance sheet, income statement, disclosure of management fees, statement of cash flows, and Form 10-K. Can the City provide guidance as to what should be provided in the case of a newly formed privately held company? This question is asked to avoid inadvertent disqualification of the respondent for a failure to adequately respond to this section of the RFP.

Answer

In this section, the applicant is expected to demonstrate a sound financial basis and the ability to build and operate a successful business enterprise. New businesses will probably need to provide more background on their parent corporations or investors than existing major casino operators. The City cannot give a broader answer because it has no information on what background materials applicants of this type may have.



July 15, 2019 Update

Question

Will the responses be able to be supplemented after the established July 18 deadline?

Answer

The original July 22 deadline has been extended by two weeks to August 5, 2019. Our initial review will be based on the materials received by the deadline. We may opt to request additional information from any of the Project Teams, but we will not be accepting unsolicited supplemental information after the deadline. The deadline for submitting questions has also been extended, to August 1, 2019. Questions may be submitted after that time, but the City cannot provide assurances that responses will be posted before the submittal deadline, though we will make every effort to do so.